tentative working estimates

1996 2RF @ 226.075 scenario

DESEASONALIZED GOING RATE

	1Q	2Q	3Q	4Q	TOTAL	april	may
MARLBORO	2906	2898	2929	2811	2886	2811	2864
B&H	214	204	207	207	208	213	215
MERIT	217	209	220	221	217	227	212
V.SLIMS	219	224	230	226	225	223	225
PARLIAMENT	67	74	69	69	70	82	69
SARATOGA	9	9	9	9	9	9	9
OTHER	7	7	6	6	6	8	7
CANADIAN	0	0	0	0	0	0	0
OTHER/CAN.	7	7	6	6	7	17	16
PREMIUM	3639	3625	3670	3549	3620	3590	3617

Thunder 650 Jan
LIFO:1.3 bil Jan Payback
1000 Marl promo in 1q excess
1920 2 pk MAr
@ 200 2pk Apr
$2 price incr 4/8
1000 incr Jun/jul SSS
1760 tot aug/sept b3g1
1000 incr holiday n/d
1300 dec lifo
Parl Men q2-q4

96 2rf presentation
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